

Message Text

UNCLASSIFIED

PAGE 01 BONN 08153 111639Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----111650Z 019484 /43

P R 111626Z MAY 77
FM AMEMBASSY BONN
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8183
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG
AMCONSUL MUNICH

UNCLAS BONN 08153

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - NATIONAL AIROIL BURNER CO.,
PHILADELPHIA, PA.

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

KUNSTSTOFFTECHNIK GMBH
POSTSTR. 115
5210 TROISDORF
CONTACT: FRAU LEITERMANN
COMMENT: THERE APPEARS TO BE A GOOD DEMAND FOR PRODUCTS
LISTED, BUT THE MARKET FOR BURNERS IS ESPECIALLY
COMPETITIVE.

LUWA-SMS GMBH
KAISERSTR. 13-15
6308 BUTZBACH/HESSEN
CONTACT: DIPL.ING. H.J. BITTNER, PROJECT MANAGER
PHONE: 06033-85208
TELEX: 0410241
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COMMENT: LUWA-SMS HAS ALREADY CONTACTED AIROIL CO. IN
WRITING ON THIS MATTER.

INDUSTRIE SERVICE KAADEN; H. KAADEN
VAN LAYDEN-STR. 16
6700 LUDWIGSHAFEN/RHEIN
PHONE: 0621-568038/9

COMMENT: INTERESTED FOR SALE IN THIRD MARKETS.

AMCONSUL FRANKFURT COMMENT:

THE LIST OF NAMES, ATTACHED BY US FIRM AIROIL TO ITS ADS REQUEST, SEEMS TO REPRESENT THE TARGET FIRMS IN WEST GERMANY BEST SUITED FOR DIRECT BUSINESS WITH AIROIL. ENGINEERING CONTRACTS REQUIRE CUSTOM TAILORING, AND THE MERE ESTABLISHMENT OF A SALES REPRESENTATIVE IN WEST GERMANY BY AIROIL BURNER COMPANY MIGHT NOT PRODUCE TANGIBLE RESULTS FOR LASTING BUSINESS. THE US COMPANY DID NOT INDICATE IF IT HAS AT ALL APPROACHED DIRECTLY ANY OF THOSE GERMAN FIRMS LISTED IN THE ENCLOSURE SENT TO US, AND IF OUR OFFICE SHOULD FOLLOW UP WITH THOSE COMPANIES LOCATED IN OUR CONSULAR DISTRICT. WE WOULD BE READY TO DO THIS IF AIROIL WOULD TRANSMIT TO US THE NAMES OF ITS CONTACTS IN THESE FIRMS.

C. ILLIES & CO.

GAENSEMARKT 45

2000 HAMBURG 36

CONTACT: MR. STROEH

PHONE: 040 - 35 19 01

TELEX: 0211841

COMMENT: FIRM WAS FOUNDED IN 1859. LEADING IMPORT/EXPORT FIRM IN HAMBURG. MAJOR FIELDS: SPECIAL PURPOSE MACHINES AND SYSTEMS, EQUIPMENT FOR THE METAL AND WOODWORKING INDUSTRY.

INDUSTRIEGAS GEORG TYCZKA KG

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INDUSTRIEANLAGENBAU

POSTFACH 340

8192 GERETSRIED

CONTACT: HERR DR. LENSCHOW

PHONE: 08171-6951

TELEX: 526344

COMMENT: THE GERMAN FIRM INDUSTRIEGAS HAS INDICATED ITS INTEREST IN CONTACT WITH NATIONAL AIROIL BURNER CO. INDUSTRIEGAS GEORG TYCZKA KG, ESTABLISHED IN 1924, IS AN IMPORTANT SUPPLIER OF INDUSTRIAL LIQUID GASES. THE FIRM ALSO CONSTRUCTS FILLING STATIONS AND GAS TANKS, ETC. IT ENJOYS AN EXCELLENT REPUTATION. EMPLOYS 350 PERSONS. FINANCIAL POSITION IS SOUND AND OBLIGATIONS ARE MET WITHOUT DELAY. DR. LENSCHOW WANTS MORE TECH. DETAILED INFORMATION AND PRICE LIST.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
STOESSEL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
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Control Number: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Litigation History:
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Original Classification: UNCLASSIFIED
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Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - NATIONAL AIROIL BURNER CO., PHILADELPHIA, PA. THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY B
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/6aceba96-c288-dd11-92da-001cc4696bcc
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